



**FUPWG**



Oct. 24-26 2011  
Philadelphia, PA

# Who's On First?



# FIRST...



- Largest municipally owned natural gas utility in the nation
- Founded in 1836
- Owned by the City of Philadelphia
- 6,000 miles of gas mains and services
- Supply approximately 500,000 customers
- Managed by a non-profit, Philadelphia Facilities Management Corporation



# FIRST...

- ❖ 2007 started investigating UESCs
  - FEMP
  - GSA
  - Small Business Administration
  - Washington Gas
  - BG&E
- ❖ 2008 RFP for ESCO partner
- ❖ 2009 UESC – Areawide signed with GSA
- ❖ 2010 Investigated BOA & Site Specific Agreements with U.S. Navy
- ❖ 2010 RFP for ESCO partner
- ❖ 2011 Site Specific Agreement signed with U.S. Navy



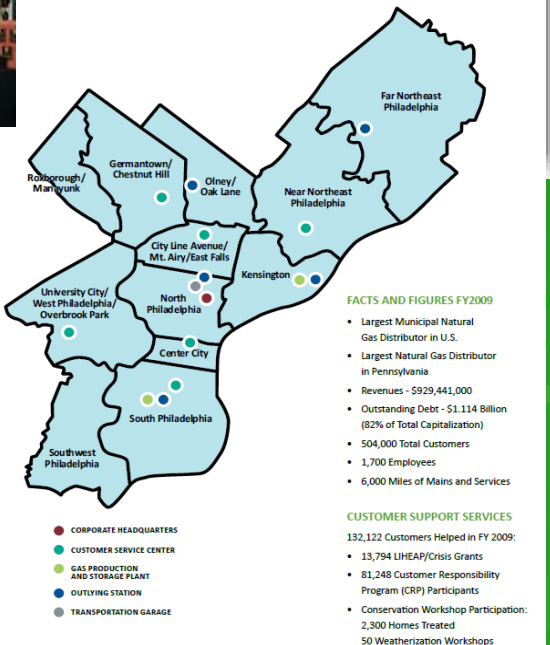




## - PGW Territory - - City of Philadelphia

### Areawide Task Orders (2009-2011)

- ❖ Social Security Administration
- ❖ GSA
- ❖ Veterans Administration
- ❖ U.S. Mint
- ❖ Federal Bureau of Prisons



# SECOND...What?

**UESC: Contracting vehicle which allows utility to provide comprehensive energy and water efficiency improvements to their federal customers**



## **PGW UESC Experience**

- ❖ Areawide Contract (2009)
- ❖ Basic Ordering Agreement (BOA)
- ❖ U.S. Navy & PGW Site Specific Agreement (2011)



# THIRD...



## Energy Audits

- ❖ Assesses the opportunities
- ❖ Designs and implements the accepted ECMs





# OUTFIELD

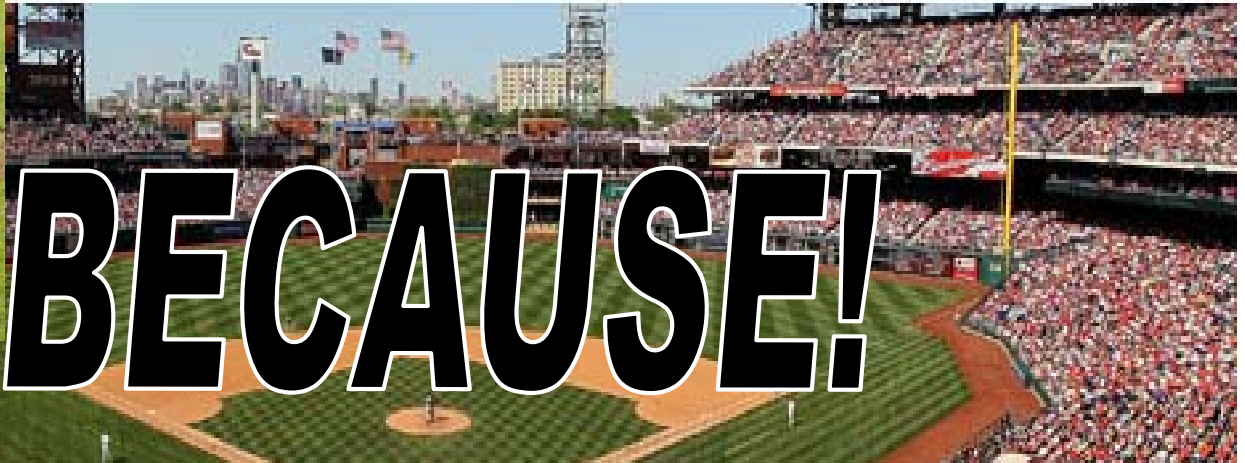


- Energy Conservation Measures (ECMs) identified
- Meet agency and legislative goals
- Use energy more wisely
- Improve facility infrastructure

# OUTFIELD

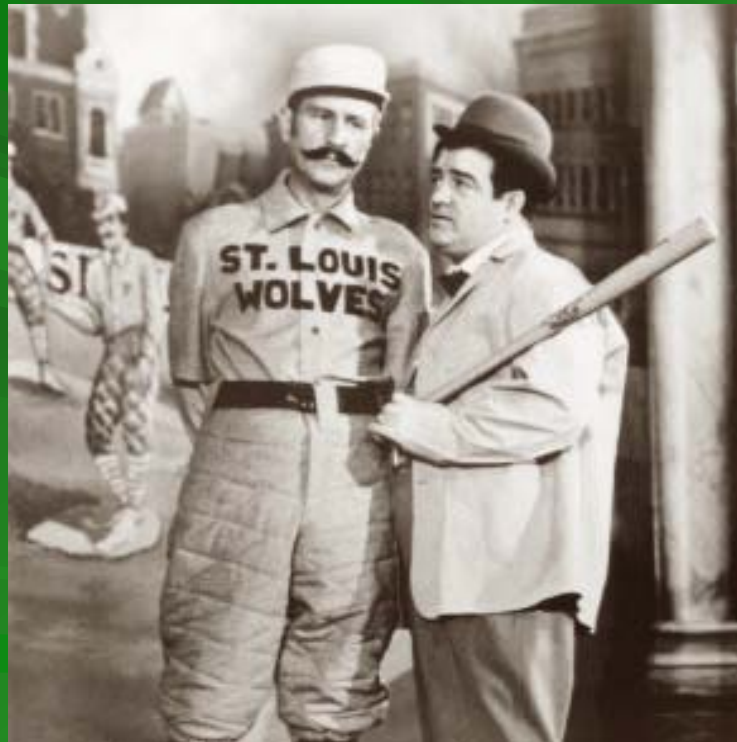


# BECAUSE!



- Energy Efficiency
- Savings
- Green









# Pitcher - Tomorrow

Prepare for the future



Maybe you want a green roof?



# ***PGW Microturbine CHP Project***

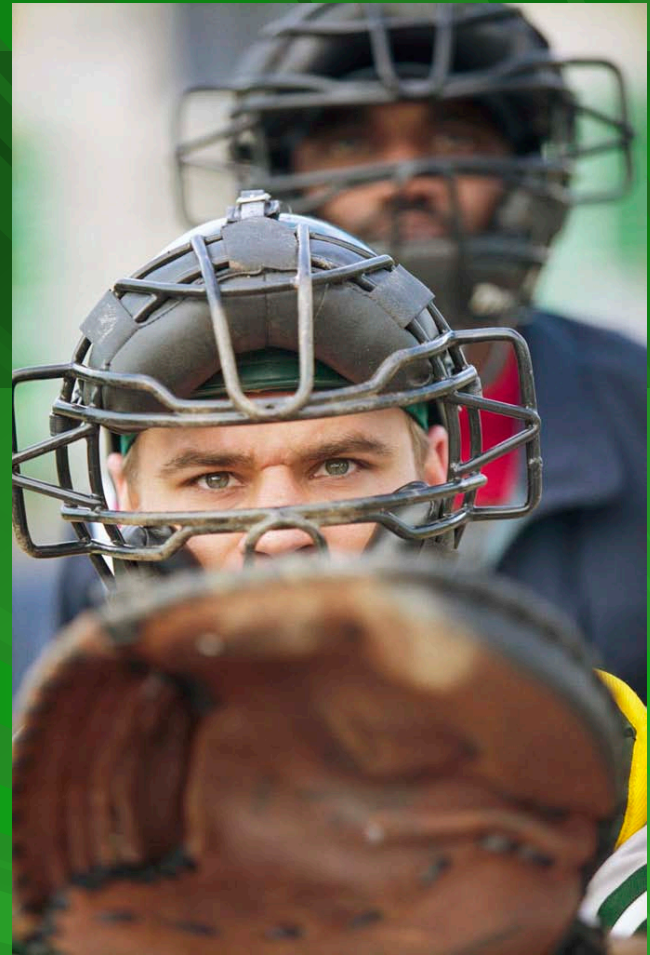
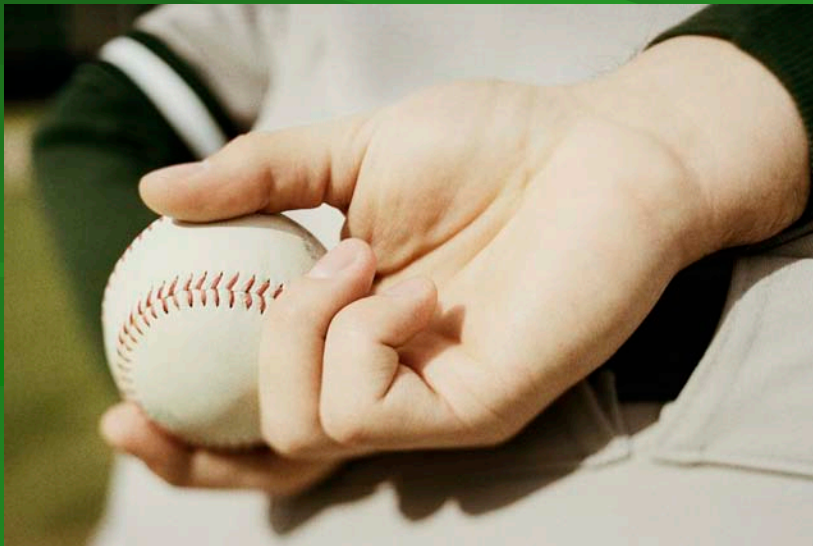






# Catcher - Today

- ◆ Start today
- ◆ Make a decision





# UTILITY INCENTIVE PROGRAMS

## Financial

- ❖ Utility Incentives
- ❖ Utility Rebates
- ❖ Project Financing



## Technical

- ❖ Audits
- ❖ Feasibility Studies
- ❖ Engineering & Design
- ❖ Construction & Installation
- ❖ Performance Guarantees
- ❖ Training
- ❖ O&M Services
- ❖ Project Management

# Short Stop - I Don't Give a Darn



**Can you afford this attitude?**



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